

Approved For Release 2009/04/15 : CIA-RDP05S00620R000501190023-1

Demetrios Haseotes will be escorted  
by Dr. Sol Koffler.

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# Cumberland Farms Buys 82 Citgo Gas Stations

CUMBERLAND—Cumberland Farms, the giant nationwide retail organization named for the little farm that still exists in this town, has again expanded.

Announcement was made Thursday by Demetrios "Jim" Haseotes, general manager, that Cumberland Farms has purchased 82 Citgo gasoline service stations in Massachusetts and New Hampshire.

The company revealed its plans at its Canton, Mass., headquarters, and said it may convert the newly acquired stations into combination stores and gasoline stations. The new venture appears to

give Cumberland Farms a solid entrenchment as the nation's second largest convenience-store chain.

Mr. Haseotes, a resident of Fairhaven Road, noted that the firm already has more than 1,000 stores stretching from throughout the northeast to Florida. In 1973 the company did \$200 million in sales and has far exceeded that total since then. It employs more than 4,000 persons, whose combined annual salary is more than \$30 million.

Cumberland Farms stores are company owned and managed by selected personnel who work on salary and commission. Mr. Haseotes oversees the entire operation and said he visits each unit before it is opened.

The company is a family concern. The original farm on Fairhaven Road is still there; it was started years ago by Vasilios Haseotes, the father, who was assisted by his wife Aphrodite, a company officer. Another Haseotes son, Byron, heads sales, and a Cumberland man, Frank Alger, is a vice president with administrative responsibilities.

Cumberland Farms started with a store in Bellingham, Mass., Demetrios recalled. "That was in 1956. In the following year we opened six more, all in Massachusetts, and then we began growing so fast it was bewildering. We had seen the need for cash-and-carry neighborhood stores."

The first processing plant was on the farm. "Then we moved to Woonsocket and opened in South Boston. Every year the demand grew, so we consolidated both plants into a larger one in Hartford, then to Meriden. We expanded into New Jersey, New Hampshire and, in 1971, Florida, where we have more than 100 stores."

The chain set up three principal divisions — food, real estate and oil — with oil growing, although still relatively young as an enterprise. Cumberland Farms went in for gasoline service stations and soon had more than 100 self-service units operated as adjuncts to the food stores. The company wants a refinery in Rhode Island if it can get necessary approval, and has eyed plans for a steel mill in the smallest state.



MR. HASEOTES